

Message Text

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SUBJ : FY 76 COUNTRY/COMMERCIAL PROGRAM-4TH QTR REPORT

REF : A) LAGOS 4808 B) STATE 125015

1. SUMMARY: FOURTH QUARTER CONCENTRATED ON MAJOR PROJECTS, SECTOR REPORTING AND FMG POLICY CHANGES IMPACTING SIGNIFICANTLY ON BUSINESS. ECONOMIC PACE PICKING UP AS FMG SHAKES OFF EFFECTS FEBRUARY COUP ATTEMPT. ONSET OF SUMMER HOLIDAY/TRANSFER SEASON RESULTED IN USUAL TIGHT STAFF SITUATION BUT FURTHER REORGANIZATION AND STREAMLINING OF EMBASSY'S E/C SECTION ACHIEVED. END SUMMARY.

2. PROMOTIONS: POST STAGED ONE FORMAL EVENT, AMOFFICE TECHNICAL SALES SEMINAR, IN JUNE AND GAVE EXTENSIVE FACILITATIVE ASSISTANCE TO PRIVATE HASBRO TOY SHOW IN MAY. ACTIVE PROGRAM OF INDIVIDUAL INDUSTRY AND COMPANY SEMINARS, FILM SHOWINGS AND RELATED PRESENTATIONS CONTINUED IN BUSINESS RECEPTION CENTER. DURING QUARTER, PREPARATIONS CONTINUED OR INITIATED FOR REMAINING CY76 PROMOTIONS, I.E., TWO CATALOGUE SHOWS (CONSUMER GOODS IN JULY AND PRINTING IN OCTOBER), TELECOMMUNICATIONS SEMINAR(SEPTEMBER) AND TWO AGRICULTURE EVENTS, AGRIBUSINESS SEMINAR AND IOWA IOGA MISSION, LATER IN YEAR. ALL SIGNIFICANT QUARTERLY OBJECTIVES OF FORMAL CCP CAMPAIGNS ACHIEVED DESPITE LEAVES OR TRANSFER OF THREE OF FOUR CAMPAIGN CHAIRPERSONS.

3. MAJOR PROJECTS/TRADE OPS: POST CONTINUED OR INITIATED FACILITATIVE ORFOLLOW-UP ACTIVITIES IN APPROXIMATELY 25 MAJOR CONSTRUCTION PROJECTS OR TRADE OPPORTUNITIES. REGARDING MAJOR PROJECTS, FAIRLY INTENSIVE POST ACTIVITY RECORDED IN THE SEVERAL UNCLASSIFIED

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PETROLEUM SECTOR PROJECTS, IN HEALTH AND SANITATION SECTORS, STEEL

MILLS, MILITARY HOUSING AND THE NEW CAPITAL CITY. THE MAJOR TRADE OPPORTUNITIES INVOLVED EXTENSIVE FACILITATIVE FOLLOW-UP FOR MAJOR TRUCK PURCHASE CONTRACTS (INCLUDING A US INSPECTION VISIT FOR WHICH COMMERCE, SLPS PROVIDED VERY GOOD SUPPORT) AND FACILITATIVE EFFORTS IN OTHER AREAS OF THE TRANSPORTATION FIELD. TOWARD THE END OF THE QUARTER THERE WAS NOTICEABLE INCREASE IN PACE OF FMG DECISION-MAKING AFFECTING MAJOR PROJECTS/TRADE OPS AS NIGERIA GRADUALLY RECOVERED FROM FEBRUARY COUP ATTEMPT AND ASSASSINATION OF HEAD OF STATE.

UNFORTUNATELY THERE WAS ALSO PARALLEL INCREASE IN ALREADY-BAD LAGOS HOTEL AND TRAFFIC CONGESTION WHICH IMPEDES AND DISCOURAGES BUSINESS VISITORS.

4. SECTOR COVERAGE: E/C SECTION PRODUCED A NUMBER OF BUSINESS-ORIENTED SECTOR REPORTS ON POSTS AND COMMUNICATIONS, WATER SUPPLY AND WASTE DISPOSAL, CIVIL AVIATION, PETROLEUM AND THE POST SITUATION AS WELL AS AN AIRGRAM ON HOW TO INCORPORATE IN NIGERIA AND A SEMI-ANNUAL ECON TRENDS REPORT.

5. GENERAL: AS OUR FOURTH QUARTER IS THE FIRST QUARTER OF NIGERIA'S FISCAL YEAR, E/C SECTION PROVIDED REPORTING AND ANALYSIS OF COUNTRY'S BALANCE OF PAYMENTS AND FEDERAL AND STATE BUDGETS ISSUED IN APRIL. PERCEIVED DETERIORATION IN NIGERIA'S BUDGETARY AND PAYMENTS SITUATION CAUSED FMG TO IMPOSE NEW BANKING AND TRADE CONTROLS OF CONSIDERABLE INTEREST TO AMERICAN BUSINESS, PROMPTING ABOUT ONE DOZEN REPORTS ON THESE CONTROLS. EMBASSY ALSO DEVOTED CONSIDERABLE RESOURCES TO ASSISTING LEADING AMERICAN INSURANCE FIRM PARTIALLY "INDIGENIZED" UNDER DURESS BY FMG. (AT VERY END OF QUARTER FMG ANNOUNCED AND ANALYZED SWEEPING NEW INDIGENIZATION POLICY WHICH PROMISES MORE ACTIVITY THIS FIELD DURING CURRENT QUARTER.) EMBASSY PUT RENEWED EMPHASIS ON CONSUMER GOODS PROMOTION, HAVING SERIES OF CONFERENCES WITH THREE TOP NIGERIAN DEPARTMENT STORES. REGARDING VISITORS, E/C SECTION DURING QUARTER HOSTED OFFICIALS FROM COMMERCE AND OPIC AND ASSISTED TWO NIGERIAN DELEGATIONS (TRUCKS AND NEW CAPITAL) AND NUMBER INDIVIDUAL NIGERIAN VISITORS TO US INDUSTRIAL EXPOSITIONS OR ON PRIVATE TRIPS.

6. PROGRAM ADMINISTRATION: QUARTER SAW CONSIDERABLE ACTIVITY IN ADMINISTRATIVE ASPECTS. USAID MISSION WAS WHOLLY INTEGRATED INTO E/C SECTION. AGRICULTURAL ATTACHE'S OFFICE ALSO PHYSICALLY UNCLASSIFIED

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MOVED IN WITH E/C EFFORT IN THIS IMPORTANT FIELD. (HOWEVER, PLANNED REMOVAL OF FAA TO MONROVIA LATER THIS YEAR ON ECONOMY GROUNDS WILL DEPRIVE SECTION OF VERY USEFUL EXPERTISE IN CIVIL AIR SECTOR.) MAY VISIT OF SALLY MILLER VERY USEFUL, AMONG OTHER THINGS ENABLING COMPLETION AND ADOPTION OF FY 1977 CCP. AT END OF QUARTER FSO HARVEY CLEW TOOK OVER AS E/C DEPUTY SECTION CHIEF (AND CCP COORDINATOR) FROM FSO JOHN SULLIVAN,

WHO TRANSFERRED TO BOMBAY. DURING QUARTER ONE TEMPORARY CONSTRAINT
ON E/C EFFORT, POST-COUP FMG LIMITATION ON AIRPORT OPERATIONS, ENDED
MAY 20 BUT ANOTHER, FMG BAN ON DIPLOMATIC TRAVEL WITHIN NIGERIA,
CONTINUES.
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